

City/State Partners

Contacts:

State of Alaska
Alaska Industrial Development & Export Authority
(AIDEA)
480 West Tudor Road
Anchorage, AK 99503
(907) 269-3000 FAX: (907) 269-3044
Email: jmcmillan@aidea.org
Homepage: <http://www.aidea.org>
Contact: Jim McMillan, Deputy Director

State of Arkansas
Arkansas Development Finance Authority
100 Main St., Suite 200
(501) 682-5900 FAX: (501) 682-5939
Email: hpauke@adfa.state.ar.us
Homepage: <http://www.accessarkansas.org/adfa/>
Contact: J. Helen Pauke, Finance Specialist

State of California
California Export Finance Office
One World Trade Center, Suite 900
Long Beach, CA 90831-0900
(562) 499-6014 FAX: (562) 499-6080
Email: javila@commerce.ca.gov
Homepage: <http://commerce.ca.gov/international/cefo>

State of California
California Export Finance Office
1102 Q Street, Suite 6000
Sacramento, CA 95814
(916) 323-9576 FAX: (916) 323-3848
Email: javila@commerce.ca.gov
Contact: Jerry R. Avila, Director

State of Florida
Florida Export Finance Corp
10400 N.W., 33rd Street, Suite 200
Miami, FL 33172-5902
(786) 845-0400 FAX: (786) 845-0404
Email: feffc@gate.net
Homepage: <http://www.dos.state.fl.us/feffc>
Contact: Steve Fancher, President

State of Georgia

Programs:

Business finance assistance,
loan packaging and referral
service for Ex-Im Bank
products, referral service
for SBA programs.

Ex-Im Bank insurance,
direct financing for insured
receivables, WCG,
fixed asset financing.

Trade Finance structuring for Pre and/
or Post export shipments under WCG
guarantee under CEFO Guarantee
or on joint basis with Ex-Im Bank or
SBA WCG.

Trade Finance structuring for Pre and/
or Post export shipments under WCG
guarantee under CEFO Guarantee
program or on joint basis with Ex-Im
Bank or SBA WCG programs. Ex-Im
Bank Umbrella Policy.

State program offering both pre and
post export financing via direct loans
or bank guarantees; consulting,
structuring and packaging of all
Ex-Im Bank and SBA programs both
short and medium term; umbrella
credit insurance, Ex-Im Bank
and private credit insurance.

Trade finance structuring

Export Assistance Center
285 Peachtree Center Avenue, NE
Marquis Two Tower, Suite 900
Atlanta, GA 30303-1229
(404) 657-1964 FAX: (404) 657-1970
Email: bbounds@georgia.org
Homepage: <http://www.georgia.org>
Contact: William G. Bounds, Export Finance Manager

fixed asset financing, insurance
counseling & WCG packaging.

State of Illinois
*International Trade Center at University of Illinois,
Urbana-Champaign*
430 Wholers Hall, 1206 S. 6th St.
Champaign, IL 61820
(217) 244-1585 FAX: (217) 333-7410
Email: tmorriso@uiuc.edu
Contact: Tess Morrison, Director

Trade finance structuring
fixed asset financing, insurance
counseling, WCG and federal
assistance program packaging.

State of Indiana
*Indiana Department of Commerce/
International Trade Division*
One N. Capitol St., Suite 700
Indianapolis, IN 46204-2288
(317) 232-8845 FAX: (317) 233-1680
Email: pvande@commerce.state.in.us
Contact: Paula Vandevanter, Central Regional Trade Specialist

Trade finance structuring,
insurance counseling &
WCG packaging.

State of Louisiana
Louisiana Economic Development Corp.
P.O. Box 44153
Baton Rouge, LA 70804
(225) 342-5675 FAX: (225) 342-0142
Email: mwilliam@lded.state.la.us
Contact: Michael Williams, Deputy Director
(225) 342-5680 FAX: (225) 342-0142

State of Maryland
*Maryland Industrial Development
Financing Authority (MIDFA)*
Maryland Trade Finance Program
217 E. Redwood St., 22nd Floor
Baltimore, MD 21202
(410) 767-6352 FAX: (410) 333-6931

Trade finance structuring,
WCG packaging,
preparation of
applications for
all Ex-Im Bank products.

State of Massachusetts
MassDevelopment
75 Federal Street, 10th Floor
Boston, MA 02110
(617) 330-2000 FAX: (617) 330-2001
Email: ehunter@massdevelopment.com
Homepage: <http://www.massdevelopment.com>
Contact: Eric Hunter, Vice President

WCG packaging,
Export Guarantee,
trade finance structuring.

State of Michigan
State of Michigan/Jobs Commission
Keesee & Associates
600 N. Old Woodward Ave. Suite 302
Birmingham, MI 48009
(248) 540-2615 FAX: (248) 540-2250
Email: keesee@tir.com
Contact: Don Keesee, President

Trade finance structuring,
insurance, & WCG
packaging.

State of Minnesota
Minnesota Trade Office
1000 World Trade Center
St. Paul, MN 55101-4902
(651) 296-3373 FAX: (651) 296-3555
Email: elaine.bliss@state.mn.us
Contact: Elaine Bliss, Deputy Commissioner

Export finance counseling,
packaging of MEFA, Ex-Im
Bank and SBA working capital
guarantees supporting exports,
open account credit insurance.

State of Mississippi
*Mississippi Department of Economic
and Community Development*
P.O. Box 4398
Jackson, Mississippi 39205-0849
(601) 359-6672 FAX: (601) 359-3605
Email: bscaggs@mississippi.org
Homepage: <http://www.decd.state.ms.us>
Contact: Bill Scaggs, Trade Specialist

Full service export marketing
assistance, trade promotion,
trade shows, & trade missions,
business development, trade
finance structuring, insurance
counseling, and WCG
packaging.

State of Missouri
*Missouri Development Finance Board/
State of Missouri Office of International Marketing*
Harry S. Truman Building
301 West High Street, Room 720
P.O. Box 118
Jefferson City, MO 65102
(573) 526-4967 FAX: (573) 526-1567
Email: abernard-jones.mdfb@ded.state.mo.us
Homepage: <http://www.ecodev.state.mo.us/intermark>
<http://www.mdfb.org>
Contact: Alice Bernard-Jones, Export Finance Officer

WCG packaging, trade
finance, counseling.

State of Montana
Montana World Trade Center
Gallagher Business Building, Suite 257
The University of Montana
Missoula, MT 59812-1216
(406) 243-6982 FAX: (406) 243-5259
Email: mwtc@mwtc.org
Homepage: <http://www.mwtc.org>
Contact: F. Ron Newbury, Account Manager

Full service export marketing
assistance, trade promotion,
trade shows, business
development, trade finance
structuring, insurance
counseling, and Ex-Im Bank
and SBA WCG packaging.

State of Nebraska
Department of Economic Development
Office of International Trade and Investment
11133 AO@ Street
Omaha, Nebraska 68137
(402) 595-1416 FAX: (402) 597-0194
Email: jchapuran@neded.org
Contact: Joseph J. Chapuran, International Development Manager

State of Nevada
Nevada State Development Corporation
6572 South McCarran Blvd.
Reno, NV 89509
(775) 826-6172 FAX: (775) 826-6398
Email: bbennett@nsdc-loans.com
Homepage: <http://www.nsdclloans.com>
Contact: Bobbie Bennett, President

Counseling and financing
assistance using SBA and
Ex-Im Bank products.

Nevada State Development Corporation
4800 Alpine Place, Suite 17
Las Vegas, NV 89107
(702) 877-9111 FAX: (702) 877-2803
Email: DAlexandre@nsdc-loans.com
Homepage: <http://www.nsdclloans.com>
Contact: Debra Alexandre, Vice President

Counseling and financing
assistance utilizing SBA and
Ex-Im Bank products.

State of New Hampshire
Office of International Commerce
International Trade Resource Center
17 New Hampshire Avenue
Portsmouth, NH 03801-2838
(603) 334-6074 FAX: (603) 334-6110
Email: amyj@dred.state.nh.us
Homepage: <http://www.exportnh.com>
Contact: Amy Johnson, Export Finance Officer

Trade finance structuring,
counseling, Ex-Im and SBA
WCG packaging, and
assistance with all other
Ex-Im Bank products.

State of New Jersey
New Jersey Commerce and Economic Growth Commission
Office of International Trade & Protocol
20 West State St., P.O. Box 820
Trenton, NJ 08625
(609) 633-3641 FAX: (609) 633-3672
Homepage: <http://www.state.nj.us/commerce/inttrade.htm>

Trade finance structuring,
insurance, & WCG
packaging.

State of New York
Erie County Industrial Development Agency (ECIDA)
275 Oak Street
Buffalo, NY 14203
(716) 856-6525 FAX: (716) 856-6754
Email: earnold@ecidany.com

Export trade finance, WCG
and other loan packaging,
market research &
counseling; insurance
brokers (including Ex-Im
Bank insurance programs)

Homepage: <http://www.ecidany.com>
Contact: Edward Arnold, Director of International Trade

Monroe County Planning and Development Department
50 West Main Street, Suite 8100
Rochester, NY 14614
(716) 428-5347 FAX: (716) 428-2147
Email: mmalone@growmonroe.com
Homepage: <http://www.co.monroe.ny.us/ecodev/>
Contact: Martha Malone, Business Dev. Analyst

WCG packaging,
marketing information
and counseling.

State of North Carolina
Small Business and Tech. Dev. Center (SBTDC)
5 West Hargett Street, Suite 600
Raleigh, NC 27601-1348
(919) 715-7272 FAX: (919) 715-7777
Email: abrady@sbtcd.org
Homepage: <http://www.sbtcd.org>
Contact: Annetta Brady, Int'l. Trade Director

Ex-Im bank export credit
insurance & loan guarantee
counseling/application assistance;
Ex-Im and SBA wcg packaging;
marketing for Ex-Im Bank and
SBA products; international
business development assistance
including market research; joint
counseling with USDOC trade
specialists at Export

SBTDC -- Winston-Salem
Winston-Salem State University
Anderson Center, Room 118
P.O. Box 19483partners.
Winston-Salem, NC 27110
(336) 750-2036 FAX: (336)750-2031
Email: kedwards@sbtcd.org
Contact: Kathy Edwards, Int'l Trade Counselor

Assistance Centers and at client
offices; one-on-one field calls,
cooperative work with other trade

SBTDC -- Charlotte
c/o The Ben Craig Center
8701 Mallard Creek Road
Charlotte, NC 28262
(704) 548-1090 X213 FAX: (704) 548-9050
Email: mromano@sbtcd.org
Contact: Mary Baesel Romano, Int'l Trade Counselor

SBTDC – Rocky Mount
100 Coast Line St., Suite 309
Rocky Mount, NC 27804
(252) 467-0338 FAX: (252) 467-0341
Email: jwhitley@sbtcd.org
Contact: Jim Whitley, Int'l Trade Counselor

State of North Dakota
North Dakota Department of Commerce
Economic Development and Finance Division
400 East Broadway Ave., #50
Bismarck, ND 58501
(701) 328-5300 FAX: (701) 328-5320

Email: tmetzger@state.nd.us
Contact: Tracy Metzger, ED&F Marketing Vice President

State of Ohio
International Trade Division
Ohio Department of Development
77 S. High St., 29th Floor
P.O. Box 1001
Columbus, OH 43216-1001
(614) 466-0519 FAX: (614) 463-1540
Email: tlaporte@odod.state.oh.us
Homepage: <http://exportohio.state.oh.us>
Contact: Tom LaPorte, Manager

Technical export assistance,
agent/distributor searches,
market research, ten overseas
offices, export payment &
finance assistance,
WCG packaging,
market Ex-Im programs and
other FGAs

State of Oklahoma
Oklahoma Department of Commerce
Export Finance Program
900 N. Stiles Ave.
P.O. Box 26980
Oklahoma City, OK 73126-0980
(405) 815-6552 FAX: (405) 815-5142
Email: rana_steeds@odoc.state.ok.us
Homepage: <http://www.odoc.state.ok.us>
Contact: Rana Steeds, Economic Development Specialist

Trade financing structure,
WCG packaging, Ex-Im Bank
Umbrella Policy & foreign
accounts receivable financing.

State of Pennsylvania
*Pennsylvania Department of Community and
Economic Development*
Office of International Business Development
Commonwealth Keystone Building
400 North Street, 4th Floor
Harrisburg, PA 17120-0225
(717) 720-7370 FAX: (717) 772-5106
Email: mmcglincche@state.pa.us
Homepage: <http://www.dced.state.pa.us>
Contact: Mary McGlinchey, International Business Development Representative

Direct export loans: Pre-export
working capital and post-export
accounts receivable financing.
Packaging of applications for
Ex-Im Bank products. Full range
of export marketing assistance
including export counseling, trade
shows, trade missions, 17 overseas
offices and market access grants.

City of Philadelphia
Department of Commerce
One Parkway
1515 Arch Street, 12th floor
Philadelphia, PA 19102
(215) 683-2127 FAX: (215) 557-8538
Email: carol.brooks@phila.gov
Contact: Carol Brooks, Manager of International Trade

WCG packaging.

Puerto Rico
Promoexport Puerto Rico
P.O. Box 195009
San Juan, Puerto Rico 009919-5009

Full range of export related,
services and financing assistance
including SBA, and Ex-Im
Bank packaging, venture

(787) 294-0101 ext :470
FAX: (787) 294-0718
Email: asosa@promo.gobierno.pr
Contact: Antonio Sosa Pascual, Executive Director

capital, and direct loans.

Puerto Rico
*International Trade Center and
The Puerto Rico Small Business
Development Center*
Union Plaza Building, Suite 701
416 Ponce de Leon Plaza
Hato Rey, Puerto Rico 00918
(787) 763-6811 FAX: (787) 763-6875
Email: smurtas@bc.inter.edu
Contact: Sandro Murtas, International Trade Director

Full range of export related,
services and financing assistance
including SBA, and Ex-Im
Bank packaging, venture
capital, and direct loans.

State of South Carolina
Export Financial Services Inc.
P.O. Box 25968
Greenville, SC 29616-5968
(864) 848-3718 FAX: (770) 936-1932
Email: Exportfinancial@earthlink.net
Contact: Wayne Trotter, President

Export-readiness profiles
and assessments, market
research, export strategy
development and imple-
mentation, WCG and
insurance counseling.

State of South Dakota
South Dakota International Business Institute
Northern State University
620 SE 15th Avenue
Aberdeen, SD 57401
(605) 626-3098 FAX: (605) 626-3004
Email: bollenj@northern.edu
Contact: Joop Bollen, Director

Full service export support,
market research, business
plans & trade finance
structuring, WCG
packaging &
insurance counseling.

State of Tennessee
*The Knoxville Area Chamber Partnership
International Trade Center*
601 West Summit Hill Drive
Knoxville, TN 37902-2011
(865) 632-2990 FAX: (865) 521-6367
Email: itc-knoxville@kacp.com
Homepage: <http://www.knoxville.org>
Contact: Bob Jenkins

Trade finance and export
counseling.

State of Texas
Texas Department of Economic Development
Business Development Division
P. O. Box 12728
Austin, TX 78711-2728
(512) 936-0283 FAX: (512) 936-0520

Trade finance structuring,
private funding sources,
WCG packaging, fixed
asset financing, insurance
referrals, trade shows,
preparation of applications
for all Ex-Im Bank products
& packaging for SBA WCG.

North Texas City/State
World Trade Center
1201 Elm Street, Suite 2000
Dallas, TX 75270
(214) 712-1933 FAX: (214) 746-6799
Email: svenable@dallaschamber.org
Homepage: <http://www.gdc.org/global.htm>
Contact: Sharon Venable, VP - Int'l Trade

Full service export support,
SBA packaging, WCG
packaging, insurance
counseling, medium-term
insurance.

State of Utah
Utah Technology Finance Corporation
177 East 100 South
Salt Lake City, UT 84111
(801) 741-4220 FAX: (801) 741-4249
Email: kvance@utfc.org
Homepage: <http://www.utfc.org>
Contact: Kent Vance, Director, Trade Finance

Trade finance structuring,
fixed asset financing,
insurance counseling, WCG
and domestic state programs.

State of Vermont
Vermont Economic Development Authority
58 East State Street, Suite 5
Montpelier, VT 05602
(802) 828-5461 FAX: (802) 828-5474
Email: mdussault@veda.state.vt.us
Contact: Marie Dussault, Loan Officer

WCG packaging, counseling
and referral service for export
trade structuring.

State of Virginia
Virginia Small Business Finance Authority
707 E. Main St., Suite 300
Richmond, VA 23218
(804) 371-8255 FAX: (804) 225-3384
Email: AMackleyCobb@DBA.State.VA.US
Contact: Anna B. Mackley-Cobb, Project Finance Manager

Trade finance structuring,
counseling, WCG packaging
& Ex-Im Bank Umbrella Policy.

State of Washington
Export Finance Assistance Center of Washington
2601 Fourth Avenue, Suite 320
Seattle, WA 98121
(206) 441-2280 FAX: (206) 441-2279
Email: warren.gross@mail.doc.gov
Contact: Warren Gross, Managing Director & President

Trade Finance Structuring,
WCG and Insurance Counseling.

State of Wisconsin
International Division
Wisconsin Department of Commerce
201 West Washington Avenue
Madison, Madison, WI 53703
(608) 266-1480 FAX: (608) 266-5551

Technical export assistance,
agent/distributor searches &
market information; trade
& insurance finance, WCG
counseling

Email: byeap@commerce.state.wi.us
Contact: Beng Yeap, International Consultant

State of Wyoming
Wyoming Small Business Development Center
Laramie County Community College
1400 East College Drive
Cheyenne, WY 82007
(307) 632-6141 FAX: (307) 632-6061
Email: asoto@wyoming.com
Contact: Arlene Soto, Regional Director

Trade financing structuring
& WCG packaging and SBA
packaging.

Wyoming Business Council
300 South Wolcott, Suite 200
Casper, WY 82601
(307) 237-4692 FAX: (307) 237-4699
Email: bbunce@state.wy.us
Contact: Bill Bunce, Director

Mid-America Manufacturing Technology Center
P.O. Box 3362 Laramie, WY 82071-3362
(307) 766-4811 FAX: (307) 766-4818
Email: lstewart@uwyo.edu
Contact: Larry Stewart, Director